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NEW YORK, March 17, 1877.

WHOLE No. 270.



## TRADE SALE ROOMS

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CLINTON HALL, NEW-YORK.

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SEE NEXT PAGE.

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April 2, 1877.

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This volume has been received with marked favor by the English critics, and is reprinted in this country by special arrangement with the publishers of the London Edition. We append a few of the notices which have appeared in the British papers.

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"The novel is written, for most part, in a crisp, clear, and evidently practised style; the dialect is well done; and we shall look with interest for more work from this author's hand, because she has thought, insight, and dramatic sense."—*British Quarterly Review*.

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III.

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BY WHICH

### ORCHIDS ARE FERTILIZED BY INSECTS.

By CHARLES DARWIN, M.A. Second edition, revised. With Illustrations. 1 vol., 12mo, cloth, \$1.75.

"Mr. Darwin has prepared a new edition of his work on the fertilization of orchids by insects, which was published in 1862, and has been for some time out of print. He has, during the interval, received a great deal of information on the subject from various correspondents, and has also continued his own researches; and he has used the materials thus obtained in remodelling the original work. The object which the writer has in view is, as he explains, not only to show how wonderfully complex and perfect are the contrivances by which orchids are fertilized with pollen brought by insects from a distant plant, but also to support his theory that 'it is an almost universal law of Nature that the higher organic beings require an occasional cross with another individual; or, which is the same thing, that no hermaphrodite fertilizes itself for a perpetuity of generations.'"—*Saturday Review.*

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## The Publishers' Weekly.

MARCH 17, 1877.

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PUBLICATION OFFICE,

37 PARK ROW, N. Y.

## NOTES IN SEASON.

TRADE SALE—April 2d. See summary of the Catalogue elsewhere.

HENRY HOLT & Co. have now ready Mr. Mackenzie Wallace's great book on Russia, which is noticed in another column. It will be the book of travel of the season. The best testimony to its merits is given by the *Examiner*, London, which speaks of it as "so favorable to the Russians that he has been suspected of being a hired emissary of the perfidious Muscovite. It is a great tribute to his impartiality that such is not the view taken by the officials of the Russian censorship. Certain proof-sheets of the work were stopped by these officials in the post-office, and detained for more than a month, although addressed to a distinguished personage, whose letters are generally exempt from such supervision; and no copy has yet been allowed to be exposed for sale."

THE "cheap libraries" are making a hit in Sunday-school circles. Dodd & Mead report a good sale for their "Economical," and now Mr. Thomas Y. Crowell offers three similar libraries. "No. 1" is of thirty illustrated 18mos at \$10 net, six of the books being entirely new, and more than half of recent publication. Nos. 2 and 3 each consist of fifteen 16mo volumes at \$12.50 net each. All these books are in uniform, attractive bindings, the price is reduced nearly forty per cent to a solid basis, and the only discount allowed is to the trade. The margin left to the latter may be small, but a small assured margin is much better than an immense one which proves practically no margin at all.

THE new "Town and Country Series" of Roberts Brothers is opened this week with "Ben Milner's Wooing," by Holme Lee, an English story (elsewhere noticed), which has the merit of being readable within a few leisure hours, and the house publishes in connection

with it the fourth series of Landor's "Imaginary Conversations," including those between literary interlocutors not comprised in the third volume, and some miscellaneous Conversations. Another volume will finish this handsome and inexpensive library edition of these superb works. Booksellers will do good service to their patrons and to the cause of excellent literature by promoting the circulation of books every way so admirable.

GINN & HEATH will issue between the 20th and the end of the month several books in Professor W. W. Goodwin's admirable Greek series; a revised edition of his Greek reader, giving the full amount of Greek requisite for admission to Harvard; his selections from Xenophon and Herodotus; and his separate edition of the First Four Books of the *Anabasis*.

D. APPLETON & Co. have nearly ready to send out a new novel, "Black Spirits and White," by Frances Eleanor Trollope; the enlarged edition of Darwin "On the Fertilization of Orchids;" the new edition of Bagehot on the English Constitution; and later the fine illustrated work of Lieut. Payer on "The Austrian Arctic Expedition."

ROBERT CARTER & BROS. are sending out this week most of the books on their March list: the life of Bernardino Ochino, the early Italian reformer, is an important contribution to the history of the Reformation, and is highly spoken of by the English press. The other leading books are Miss Warner's "Pine Needles" and Rev. W. W. Newton's children's sermons, "Little and Wise."

J. H. BUTLER & Co. have just ready Part I of their "10 times 10" series of literary selections, for use in schools and for general reading.

DANA'S "Text-Book of Mineralogy" (Wiley), so long promised, is now ready in earnest—as a copy at hand testifies. May its popularity prove as long-continued as its preparation.

THE first large edition of "Harriet Martineau's Autobiography" was speedily exhausted, and the second is already in process of lively distribution.

JOHN CHURCH & Co., Cincinnati and New York, have made important reductions in trade prices of some of their publications.

A NEW and revised edition of Palmer's "Theory of Music" is in press by John Church & Co., who have just ready a new American opera, "Ruth the Gleaner," by J. A. Butterfield, said to be of remarkable merit, and a comic opera for amateurs by Karl Merz, "The Last Will and Testament," which requires no special costumes and may be performed by four ladies.

## Publishers' Board of Trade.

OFFICE OF THE SECRETARY.

111 and 113 William street, New York.

March 8, 1877.

ENGAGEMENT.

By GEORGE SHERWOOD & Co.: J. H. Sampson, Chicago.

H. W. CURTISS,  
Secretary.



## ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- A. L. O. E.** See E., A. L. O.
- Bartol.**—The Five Ministers. A Sermon in West Church, by C. A. Bartol, on the Fortieth Anniversary of his Ordination. 8°, pp. 21. Pap., 25 c. .... *Williams.*
- \*Begbie.**—Book of Medical Information and Advice. By J. Warburton Begbie, M.D., F.R.S.E., etc. 12°. \$1.25. .... *Nelson & Sons.*
- Brooks.**—The Strong Staff and the Beautiful Rod broken. A Sermon commemorative of the Life and Character of Joseph Smith, late Rear-Admiral of the Navy of the U. S. of Am. Preached on Septuagesima Sunday, Jan. 28th, A.D. 1877, in St. Andrew's Church, Hanover, Diocese of Mass. By the Rev. Wm. Henry Brooks, S.T.D., Minister of the Parish. Pub. by Request. 8°, pp. 24. Pap., 25 c. .... *Williams.*
- Bruner.**—Free Prisoners. A Story of California Life. By Jane W. Bruner. 12°, pp. 258. \$1.50. .... *Claxton.*
- Buntline.**—Ned Buntline's Romances. No. 1. Morgan; or, The Knight of the Black Flag.—No. 2. Life and Saddle; or, The Cavalry Scout. Illustr. 8°. Ea., pap., 25 c. .... *DeWitt.*
- Butler's Literary Selections.** 3 Parts. Fresh and Sparkling Selections in Prose and Verse, for Use in Public and Private Schools, on the Platform, at the Teacher's Desk, and by the Family Fireside. Part 1. 12°. 75 c.; pap., 35 c. .... *Butler.*
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- Cohoes, N. Y.** See Marsten.
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- Dana.**—A Text-Book of Mineralogy. After the Plan and with the Co-operation of Prof. Jas. D. Dana, of Yale Coll. Embracing a full Treatise upon Crystallography and Physical Mineralogy. By Edward S. Dana, Ph.D., Curator of Mineralogy, Yale Coll. With upward of 800 wood-cuts and a colored plate. 8°. \$5. .... *Wiley.*
- DeWitt's Handbooks.** No. 1. DeWitt's Base-Ball Guide for 1877. By Henry Chadwick. Illustr. 16°, pp. 100. Pap., 10 c. .... *DeWitt.*
- Song and Joke-Book Series. No. 226. Don't make a Noise or else you'll wake the Baby Songster.—No. 227. James Cooke, the Jester's World Songster. Ea., 16°. Pap., 10 c. .... *DeWitt.*
- Droz.**—The Sempstress' Story. An Episode. Transl. from the French of Gustave Droz. 12°, pp. 19. Pap., 20 c. .... *West, J. & Co.*
- Dunning.**—Gathered Leaves. Poems. By Frances A. B. Dunning. 12°, pp. 197. \$1.75. .... *L. T. Palmer & Co.*
- \*E., A. L. O.**—A Wreath of Indian Stories. By A. L. O. E., Hon. Missionary at Amritsar, author of "Young Pilgrim," "Rescued from Egypt," etc. 12°. \$1.50. .... *Nelson & Sons.*
- Frothingham.**—The Cradle of the Christ. A Study in Primitive Christianity. By Octavius Brooks Frothingham. 8°, pp. xi, 233. \$1.75. .... *Putnam.*
- How Shall we Keep Sunday?** An Answer in Four Parts. I. Sunday in the Bible. II. Sunday in Church History. III. Sunday in the Mass. Laws. IV. The Workingman's Sunday. By Chas. K. Whipple, Minot J. Savage, Chas. E. Pratt, Wm. C. Gannett, respectively. (Free Religious Tracts, No. 6.) 12°. pp. 99. Pap., 10 c. .... *Free Relig. Assoc.*
- \*\*Howland.**—Annals of North America, being a Concise Account of the Settlement and Progress of the United States, the British American Possessions, and Mexico, dating from the Discovery of America, and noting the Steps in their Industrial, Political, Religious, and Social Development, up to the Present Time. [1492-1877.] With illustr. and a carefully prepared Index for reference. By Edward Howland. 8°. \$3.50; lib., \$4; hf. Tky. mor., \$5. .... *J. B. Burr Pub. Co.*
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- Marsten.**—The History of Cohoes, New York, from its Earliest Settlement to the Present Time. By A. H. Marsten. 8°. \$3. .... *Munsell.*
- Passion Week Manual (The).** Containing the History of the Sufferings, Death, and Exaltation of the Saviour, for Use during the Services of the Passion Week. 16°, pp. 89. 50 c.; interleaved, net, 75 c.; flexible, 25 c. .... *Moravian Pub. Off.*
- Russell.**—A Treatise on Crimes and Misdemeanors. By Sir Wm. Oldnall Russell. Fourth London ed., by Chas. Sprengel Graves. Ninth Am. ed., very greatly enlarged with Notes and References of Daniel Davis and Theron Metcalf, Esqs., and additional Notes and References, bringing down the American Decisions to the latest Period, by the Hon. George Sharswood, of the Sup. Ct. of Pa. In 3 vols. Vols. 1 and 2. Roy. 8°, pp. 1153, 1130. Per v., shp., \$6.50. .... *Johnson.*
- Sheely.**—Anecdotes and Humors of School Life. Illustrative of the Character, Habits, Doings, and Sayings, Wise and Otherwise, of Teachers and Scholars in Ancient and Modern Times. Edited by Aaron Sheely. 12°, pp. 350. \$1.50. .... *Claxton.*
- Sizer.**—How to Teach according to Temperament and Mental Development; or, Phrenology in the School-Room and the Family. By Nelson Sizer. 12°, pp. 331. \$1.50. .... *Wells.*
- Town and Country Series.** See Lee.
- Stewart.**—Irrigation for the Farm, Garden, and Orchard. By Henry Stewart. With numerous illustr. 12°, pp. 264. \$1.50. .... *Judd.*
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- Van Laun.**—History of French Literature. By Henri Van Laun. II. From the Classical Renaissance until the End of the Reign of Louis XIV. 8°, pp. xiv, 392. \$2.50. .... *Putnam.*
- Wallace.**—Russia. By D. Mackenzie Wallace, Member of the Imperial Russian Geog. Soc. With map. 8°, pp. xiii, 620. \$4. .... *Holt.*
- White Cross (The) and Dove of Pearls.** By the Author-ess of "Selina's Story," etc., etc. 12°, pp. xi, 488. \$1.50. .... *Crowell.*

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Thread, \$1.50.—Earnest Student, 1.50.—	
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MR. WILLIAM W. WHEILDON, of Concord, has prepared for the Bunker Hill Monument Association, and Lee & Shepard publish, an octavo pamphlet of 116 pages on "Sentry, or Beacon Hill; The Beacon and the Monument of 1635 and 1790." It contains a great deal of curious and alid historical information respecting what was once the most conspicuous landmark of Boston; and is illustrated with several heliotypes of engravings and plans made while the Beacon, and afterwards the monument, stood on the topmost summit of Beacon Hill. Historical students, and those who for any cause are specially interested in Boston, will value highly this excellent monograph.

R. WORTHINGTON, 750 Broadway, has arranged with Messrs. Longmans & Co. for an edition of Dyer's "History of the City of Rome," a very scholarly written work of great merit. The same house has also imported a new edition of the "Memoirs of Dr. Norman McLeod," on thicker paper.

FOR the catalogue of the fine library, especially rich in Americana, to be sold by Messrs. Bangs & Co., next Monday and following days, Mr. J. F. Sabin has etched a clever title-page, which should make the tasteful volume a treasure to collectors. The design is of two columns, lettered to show the salient features of the library, supported by a base and crowned by an entablature panelled with appropriate designs. "Americana" is represented by the head of a "Continental," bibliography

by a portrait which, however, does not seem to be of Mr. Sabin, voyages and travels by a ship lettered "For Sail," local and pioneer history by a landscape with "aboriginal" attachments, and so on. Mr. Jos. Sabin has compiled the catalogue, which may be had for 50 cents.

PAYOT, UPHAM & CO., San Francisco, have just issued a "New Map of the Territory of Arizona, Southern California, and parts of Nevada, Utah and Sonora," compiled from the latest authentic data, by Lieut. J. C. Mallery, of the U. S. Engineer Corps.

WEST, JOHNSTON & CO. have issued in pamphlet form a translation of a pretty little sketch of Gustave Droz, entitled "The Sempstress' Story."

REV. SAMUEL JOHNSON will soon add to his first volume on "Oriental Religions," treating of "India" (Osgood), a second on China and its religions.

AN early volume of Roberts Brothers' "Town and Country Series" will be "Syrian Sunshine," notes of Syrian travel, by Mr. Thos. G. Appleton, in which he will continue the story of his travels from "Nile Notes."

WE note the change in price by the publishers (Ginn & Heath) of Dewey's Classification and Subject Index for cataloguing and arranging the books and pamphlets of a library, from \$1 in boards to \$1.25 in cloth, and \$1 in paper covers.



# The Publishers' Weekly.

MARCH 17, 1877.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry.

The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries." Notes from librarians will also be gratefully received.

In case of business changes, notification or card should be immediately sent to this office for entry under "Business Notes." New catalogues issued will also be mentioned when forwarded.

*"Every man is a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help thereunto."*—LORD BACON.

## THE POSITION OF THE JOBBER.

A CORRESPONDENT whose righteous indignation has been awakened by the recent communication of one of "the boys who never sleep," presents elsewhere a clear statement of the position of the jobbers, "between two fires."

The jobber, as we have often suggested, performs an important function in trade by his double service—to retailer and to publisher. To the first he saves much time and expense, by enabling him to mass a host of little orders into one large one. This is strictly the function of the German "commissioner," whose services the retailers are glad to acknowledge by paying him a fair commission. To the second he saves much time, expense, and risk, by massing a number of small and perhaps hazardous accounts into one large and responsible one. For these services and risks he calculates, as a rule, to obtain adequate remuneration out of the margin left, in the ordinary course of trade, between the discounts on large and on small bills.

Some points might be added, but this, we believe, is the principle on which the leading jobbers are willing to do business—a reliance on the extra discounts accorded to large buyers, in consonance with the general American theory of business that services are to be paid for, not by direct commissions, but out of "profits." This seems sufficiently simple.

The trouble of the jobbers is chiefly the trouble of the trade at large, that there is "no depending on" prices or discounts. This is the result of the desire to force sales and "realize" in any way. So we hear of cases where the jobber is stocked up with a good bill of the books he is to sell to the retail trade; then the retailer is offered "jobbers' discounts" to

buy a good, large bill for himself; and finally, retailer and jobber, who have bought in some expectation of the maintenance of discounts, find themselves checkmated by an invoice plumped into trade sale, to bring what prices it may. We submit that this is not the way to promote confidence or to build up trade. Doubtless a great many more books ought to be sold in this country, but they must be sold by building up the distributing agencies, not by loading them down.

This is the dilemma of the jobber. He cannot, nor can any other man, afford to buy goods for his customers if his customers are to be tempted away from him by the very parties from whom he has just bought goods for their supply. That stands to reason. The jobber does not ask that the publisher shall refuse to sell any one, but he does ask, as the retailer asks in his turn, that the discounts, on the strength of which he projected business and bought goods, shall be maintained. The even chance is all he wants.

Now this underselling, by every class in the trade against every other class, publisher against retailer, against jobber, and finally against himself, jobber against publisher and against retailer, and so on, is not without fault on the jobber's side. They should not expect to be able to undersell the manufacturer, especially if they do not desire to be undersold. Historically, a good part of the present general difficulty has come from the extreme rivalry of the jobbers a few years since. On the other hand, the "reform" has had no more steadfast or unselfish adherents than some of the great jobbing houses. We may fairly let "bygones be bygones."

What is wanted now is simply fair play with each class. A strict adherence by publishers to the commercial law, on which jobbing and indeed retailing is founded, that the larger the bill the larger the discount, would solve at once a great many difficulties. Of course there may be exceptions to this, as to all rules, for exceptional reasons; but it should be, as it is not now, the basis of business. The jobber can fairly ask that, and that is what the trade in general asks. And it is one key to the future prosperity of the publishers.

In all this, it may be said, there is no recognition of the jobber as a class, nor does the vexed question of who are jobbers and who retailers only need to be raised. But there is one point on which the jobber does ask recognition as jobber—the case illustrated by pick-up orders and additional orders after extra bills. Many of these pick-up orders might go



astray and be lost to the publishers but for the jobber; but for the most part this work can be classified logically only as service to the retailer, for which the retailer should be willing to pay his five per cent. But the retailer will not pay the commission, and this must be added [to the many services the jobber does for nothing, unless the publisher is willing to make some allowance. The satisfactory way out of this difficulty may be that the publisher shall base his discount, say on the month's sale; this, however, is not a question of absolute right and wrong, but of what the publisher is fairly willing to do by way of recognizing these important services to the trade.

THE Board of Trade is no more; there was a very decent funeral on Wednesday. The explanation of the withdrawal of Wilson, Hinkle & Co. is that they had previously expressed their belief that they could not afford to remain in the Board with any one large house out. It was hoped that the Board would be able to sustain itself, notwithstanding the withdrawal of the Ivison house, but the second withdrawal, with the apathy of other houses, caused this hope to be given up. The mistaken feeling at the West that the Board was a Ring doubtless had its influence in making some publishers desirous of ridding themselves of this imputation, unjust as it was: there is now no "Ring," or other organization, to trouble the public, and the agents have now full swing at them again. The door is again opened to the old abuses, but it is hoped that the trade has learned wisdom by experience, and that it will be some time before things get as bad as they used to be.

#### COMMUNICATION.

##### A WORD ON THE JOBBER'S SIDE.

MARCH 12, 1877.

To the Editor of the *Publishers' Weekly*:

I have read in the WEEKLY during the past few years a great many editorials and letters in which the evils of underselling and lack of fairness on the part of the publishers, in the matter of discounts allowed to retail booksellers and consumers, have been very fully portrayed; but in all these years no voice has been lifted up in behalf of the much-abused and long-suffering jobbers in the trade, who are continually between two fires, as it were—the retailers on the one hand and the publishers on the other. On the contrary, in a recent issue of your journal is published a communication from a would-be reformer, who advances the unjust idea that the jobbers have no rights and are of no earthly use as members of the trade, and the suggestion is made that their occupation be taken from them at once and forever. And it is shown how easily the pub-

lishers can do this: simply by making the discounts to jobber and retailer the same. Why are not libraries, schools, and all persons who buy or use books included?

This "reformer," it appears from his own suggestions, has never had experience as a jobber of books during the past few years, for had he such experience he would know to his sorrow that the very thing he suggests has been and is being done continually by "the publishers," to whom we all look in vain for just protection. A few facts will make this statement clear to the dullest comprehension: It is the custom of nearly all publishers to charge their books to the jobbers at  $\frac{1}{2}$  discount, except on special bills—which means that on any amount less than \$500 net or \$1000 net, according to the publisher, the discount is  $\frac{1}{2}$ . On special bills they allow  $\frac{1}{4}$  and  $\frac{1}{2}$ , or  $\frac{1}{4}$  and 5, and in some cases, in amounts of \$2000 or \$3000 net, 40 per cent discount is made, while these same publishers allow some retailers in villages and the smaller cities  $\frac{1}{4}$  and  $\frac{1}{2}$ , or  $\frac{1}{4}$  and 5, all the year round. The jobber is of necessity compelled to buy the larger amounts, and he makes out his order from the publisher's lists, ordering such books as he thinks he will be able to sell. It may be he orders 200 each of a series of readers, that number being in his judgment as many as will be needed before he will so reduce the other stock as to need another special bill. Now it often happens that within a short time he will have sold all of one or two numbers of these readers, and his customers may be ordering more; he sends to the publisher for them and buys them at  $\frac{1}{4}$  off, because he has nearly all of a special bill on hand, and there must be a limit to the amount of stock a dealer can carry. It often happens that, having bought a bill of \$1000 at the beginning of the month at  $\frac{1}{4}$  and 5, say, before the month is out he has bought \$500 additional in small lots at  $\frac{1}{4}$ , and all these must be sold to the retailer at  $\frac{1}{4}$ , for woe be unto the jobber who dares make the discount less even when he knows he cannot afford to sell his goods at cost and furnish paper, twine, and a porter to wrap them up. Nor is this all; for the jobber often finds that his customers (in anticipation of whose wants he has laid in stock) are buying from the publishers in small lots at the price he was compelled to pay for special bills.

The retail dealers do not know how the jobbers make their purchases, and what I have written above, which is true alike in regard to miscellaneous and school books except with a minority of publishers, may be a new revelation to them. Retail booksellers generally have an idea that the profits made by the jobbers are large. It is a great mistake. One of the former remarked a few days since that he supposed the jobber's arrangements with the publishers were such that any book which he sold at  $\frac{1}{4}$  he bought at 40 per cent, or better, in any quantity at any time. This is true as regards a few publishers whose lists are not large. The fact is that the larger houses, whose lists comprise thousands of volumes, compel jobbers to buy at  $\frac{1}{4}$  except in special bills; and because the latter are not gifted with the foresight necessary to select such books as their customers may order during the next few months, they are forced to sell just about one half of the books they do sell to the trade at

cost, and on the other half they can make 10 per cent gross profit if they do not have any dead stock left on their hands.

It is not true that there is no need of having jobbers in the book trade, as will be readily conceded by any one who will give the subject a little reflection. Suppose your correspondent before referred to, instead of being a drummer calling upon the powers that be to decapitate the jobbers, were himself a retail bookseller, and in that unenviable position should succeed in getting his selfish suggestions adopted, and was allowed, say, 40 per cent discount by each publisher. How much more stock would he carry than if he bought from the jobbers? And is it not true that it would cost him as much to put his stock of books on his shelves as it would to-day at prices given by jobbers? The expenses for freight and expressage on a number of small parcels would be greater than on one large one, and his extra discount would all go to the express companies. How often is it that the average bookseller can order enough from each publisher to have the parcels shipped direct economically? Or does your correspondent, in his imagination, see some convenient and immortal jobber who will receive all his packages "sent in to pack," see that they are properly sorted, packed, and shipped, and be responsible for all delays, miscarriages, etc., just for the fun of the thing?

If the retailer is allowed a large discount on his purchases in small quantities as well as large, how in the name of common-sense will that induce him to carry a larger stock? The stock of goods a dealer carries is regulated by the demands of his trade, the price at which he buys, and the amount of his capital—sometimes. If you want to sell a large bill of goods in any line, you can generally do so by offering an extra discount which the purchaser will accept; but if you offer to leave the discount the same in large or small quantities for the future, you take away the temptation to buy and your customer orders *just what he needs now*.

The jobber is necessary for the convenience of the publisher as well as the retailer. The latter needs some one in each of the large cities on whom he can call for information and to whom he can intrust the thousand and one little details incidental to the purchasing of stock for a retail bookstore. The publishers, many of them, do not care to attend to any pick-up orders, and no one can blame them for it either. By being rid of such orders they can transact their business at less expense of time, money, and temper. The jobbers have performed this office in times past; they are willing to undertake it in the future. How long they will be able to continue depends entirely upon the recognition they shall receive from the publishers.

Here is a copy of an order from a respectable bookseller in one of our larger inland cities which fairly represents the majority of orders as received by the jobbers.

—, —, 1876.

Please send by express

- 1 Etchings and Etchers, Hamerton.
- 1 Castle Daly, cloth.
- 50 House-top Saint, tract.
- 1 Graham's Phonography.
- 1 Catherine, Dr. Adams.
- 2 Whittier, Household ed.
- 2 Longfellow, "
- 2 Halves, paper.
- 1 Walter's Word.

- 1 Running the Blockade, Thomes.
- 1 Light at Eventide.
- 1 Kit Carson.
- 1 Adam and the Adamite.
- 20 Gospel Songs.
- 2 Presence of Christ.
- 1 Life George Ticknor.

The books called for in that order are not all published by one firm. Oh no! there are twelve separate and distinct publishers from whom the books must be obtained to fill it. The jobber, if he has not all these on hand, sends for them, gets them together, and packs them with from one to ten parcels sent in from other houses. When one says that a bookseller whose wants are such as the above order indicates can get along without the jobbers, he betrays his ignorance. I am sure no fair-minded man who is acquainted with the cost of doing business in any city will insist upon forcing the jobbers to leave the business forever—I say forever, because I do not know that any one who has within the past ten years given up the jobbing business ever expressed a desire or a purpose to resume it. I might remark incidentally that since the organization of the American Book-Trade Association, the jobbers have shown their interest in the welfare of the retailers by self-sacrifices unparalleled in the history of the trade. They have seen their trade with libraries, schools, and teachers almost entirely given over to the local retailer, and without a murmur have they seen the business of the latter increase, though in many cases that increase of business has enabled the retailers to make larger orders on the publishers, which ably reinforced their demands for larger discounts.

If, as I maintain, the jobber is a necessary part of the trade, it behooves the publishers to extend to him the substance of protection. Let the publishers fix a scale of discounts at which they will sell their books, so as to allow the jobbing trade 10 per cent margin. One way would be to compel any dealer to buy \$500 or \$1000 during each month at, say, 40 per cent; all amounts under \$500 and over \$100 at  $\frac{1}{2}$  and 5; under \$100,  $\frac{1}{4}$ . Or compel the jobber to give a special order every month or once in two months for a certain amount, and let all intervening purchases be at the same discount.

By adopting the first of the above plans, and deducting the discount at the end of the month, the same to be governed by the amount of the purchases, the retailers and jobbers would be induced to make their purchases as large as possible, and each would have an incentive to extra exertion at their own counters. It does seem strange that so many publishers fail to appreciate the amount of time and expense from which they are saved by the jobbing trade in the matter of filling what are generally called "pick-up orders," and rather than have that part of the business thrown on them they can well afford to guarantee the jobbers the small margin of 10 per cent, and they may rest assured that it will not be thrown away.

Yours very truly, X. Y. Z.

#### JOURNALISTIC NOTES.

REV. JULIUS H. WARD has resigned the joint editorship of the *North American Review*.

MR. R. H. STODDARD will write the papers on Bayard Taylor and R. H. Dana in the "Poets' Home Series" in *Wide Awake*.



## THE SPRING TRADE SALE.

THE Spring Trade Sale will open Monday morning, April 2d, and will continue through the week, and possibly into the next. The catalogue now ready is one of the largest issued for spring sales, covering 341 pages and including invoices from many firms not usually contributing, among them Harper & Bros., Henry C. Lea, and Henry Holt & Co. The Osgood invoice, including a full assortment of their publications in large lines, with the clearance sale of remainders, will occupy at least one day.

For the second day invoices are catalogued from J. B. Ford & Co., the Beecher books and others, mostly in lots of 50; Henry C. Lea, a general line of 5 to 10 each of his books, usually held at very stiff discounts; Wm. L. Allison; T. Belknap; Shaefer & Koradi; Claxton, Remsen & Haffelfinger, including 20 copies of "Blue Glass;" J. W. Scott & Co., 100 \$10 postage-stamp albums; Centennial Catalogue Company, 125 copies; Wm. Rutter & Co.; and W. W. Harding, his fine line of Bibles, chain-back and other albums, in good lots.

The third day (Wednesday) covers invoices from Hurd & Houghton, including lines of 10 to 20 on their miscellaneous list, Common Prayers and Hymnals, and the publications of Albert Mason; Little, Brown & Co., an excellent line; the Centennial Cook-Book, 200 copies; W. J. Widdleton, his well-known standards, whose price is reduced from \$2.25 to \$1.75 per vol.; Andrew F. Graves, sets of juveniles in lines of 10 and 20; and D. Appleton & Co., the latter occupying at least half a day, with 10 to 100 copies of the new books, 20 each International Scientific Series, etc.

On the fourth day (Thursday) there will be offerings from Jansen, McClug & Co., including 200 "Jericho Road;" the two Scribner houses, a full assortment of the sumptuous art books of the foreign house, and lines of 10 to 50 of the standard publications of the American house, including school-books; Lee & Shepard, Optic and other sets, and recent books in lines of 10 to 25, 100 of Higginson's new book, and the Franklin autograph album in quantities; Geo. Routledge & Sons; and R. Worthington, with the Flameng books, Warne's poets and classics, Chambers' publications, including 25 copies of the Cyclopaedia, Hotten's and A. Murray's reprints.

The fifth day's sale opens with the dictionaries, ingeniously set opposite each other in the catalogue, all the Worcester's, from J. B. Lippincott & Co., and Merriam's Unabridged Webster, but, however, in small lines, and the smaller Webster's, from Ivison, Blakeman, Taylor & Co., in large lines, including 1000 primary; and includes also large lines of Mc Dermott's globes, a fine invoice from Harper & Bros., covering lines of 5 to 25 in their best miscellaneous books, and the text-books in the classics; the World Publishing Co. publications, in lines of 10 to 25; lines of 10 to 20 of Henry Holt & Co.'s books, including the Leisure Hour Series; Estes & Lauriat's list, including 100 "Sidonie;" Wm. Wood & Co.'s school and miscellaneous books, including 250 each Brown's Grammars; a general invoice from Lockwood, Brooks & Co., lots of 10 to 50; a few lines from Macmillan & Co.; and invoices from Thompson, Brown & Co.; Henry Hoyt, the prize and other libraries; Virtue & Yorston;

and S. D. Burlock & Co., large lines of Bibles and albums.

The sixth day's catalogue (Saturday) includes besides a number of miscellaneous invoices of books and stationery, those of Donnelley, Loyd & Co., the publishers of the Lakeside Library, 200 copies each of their 12mo books; Alex. Moore; S. W. Burley; James Miller; S. W. Tilton & Co.; H. A. Young & Co.; Lovell, Adam, Wesson & Co., including over 3000 Peepshow for 1876; J. M. Stoddart & Co.; Chas. Desilver & Sons; J. S. Locke & Co.; National Publishing Co.; Authors' Publishing Co.; R. W. Bliss & Co.; Jones Bros. & Co.; H. L. Hinton & Co.; Claremont Manufacturing Co.; Charles Taber & Co., portfolios, photographs, and chromos; the Catholic Publication Society, a full line, including the Young Catholic series of readers, 100 to 500 each; P. O'Shea; and Pedrick & Warrington, lines of 10 to 100 gross each of the Warrington steel pens. It will thus be seen that this sale is one of great importance.

## TRADE MEETINGS.

PURSUANT to the call of Mr. H. W. Curtiss, Secretary, a special meeting of the Publishers' Board of Trade was held on Wednesday, in view of the withdrawal of a second large firm, Wilson, Hinkle, & Co., from the Board. There was a general attendance of the houses represented in the Board, and after a free interchange of opinions, in which the work of the Board in preventing abuses was highly spoken of, it was agreed that with two large houses out of the Board its usefulness had come to an end, and that the organization should be dissolved. A formal dissolution was therefore effected.

## BUSINESS NOTES.

CINCINNATI, O.—Benziger Bros., publishers and booksellers, have removed from 217 Vine street to 143 Main street, below Fourth.

LACROSSE, WIS.—Marcus F. Colton & Son, successors to Colton & Whepley, booksellers and stationers, 10 Main and 4 Second street, would like to have publishers send them their latest catalogues.

NEW YORK CITY.—John K. Hallowell has opened book rooms at 139 E. Eighth street, upstairs, making a specialty of old and rare books. He solicits commissions to buy at trade sales or any book auction. He was principal buyer at the late Hastie & Tracy sale, most of which books he has on exhibition and for sale.

NEW YORK CITY.—Ditson & Co., the music publishers of Boston and New York, have just purchased the entire catalogue of the extensive house of J. L. Peters & Co. A few weeks ago they also acquired the plates and copyrights of Hall & Son. These two purchases are said to have been effected at the price of about \$200,000. In addition to their present shop, No. 711 Broadway, the Ditsons will retain the Peters establishment, No. 843 Broadway, and will conduct the Novello agency, which was included in the Peters purchase.

PHILADELPHIA.—John P. Hunt, publisher, bookseller, and stationer, and dealer in American, French, and English publications, has removed to 919½ Chestnut street (Markoe House).



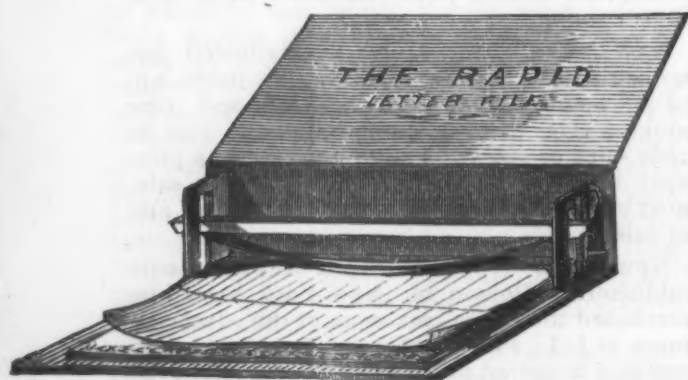
## STATIONERY NOTES.

THE ELECTRO-CHEMICAL MFG. Co. have just got out Johnson's Ribbon Mucilage, a neat, handy, and very efficient substitute for liquid mucilage. It is a long, narrow tape of paper gummed on *both sides* with the material used on postage-stamps, and put up in boxes as represented in cut below.



It is only necessary to moisten with the tongue, and insert between the papers you desire to fasten together. It will adhere quickly and firmly, and is always ready for use. Edison's Duplicating or Transfer Ink is designed for the multiplication of copies by means of the common letter-press, and has properties distinct from any other in the market. It will make twenty letter-press impressions from one writing on *any kind* of paper, by means only of Edison's Duplicating Ink and the common letter-copying press. Ribbon Mucilage, per dozen, \$1.50. Ink in No. 1 bottles, holding two ounces, \$6 per dozen; No. 2, half-pint, \$18 per dozen, with a liberal discount. The trade supplied by J. G. Kent, 145 Nassau street, N. Y.

THE Rapid Letter-File, patented October, 1876, is shown in the cut below.



Mr. T. V. Smith (late of J. O. Smith & Sons, 158 William street, New York) is the sole agent for the above file. The advantage of the Rapid over any other file is the cheapness and saving of time and in convenience in filing letters for reference or immediate use.

ONE of the neatest and most unique novelties in ruled paper which has been seen for several years has just been introduced to the American market by Messrs. Lockwood, Brooks & Co. The paper, of the finest satin finish,

colored in blue, black, green, red, and other shades, and prepared for the use of the white ink which has come to be so fashionable of late. Of course the envelopes are made to correspond with the paper, and the general effect of a missive in this latest style is very dainty and nice. It can be used for programmes, orders for dances, etc., and is destined to attain a wide popularity in the community.

J. MONAGHAN, of Edward Todd & Co., 652 Broadway, N. Y., has patented a pencil-case consisting of a natural mineral body in a single piece bored through and through, so as to fit upon the barrel of a pencil and expose a smooth, unbroken, and highly ornamental exterior surface. These pencils are made in cornelian, blood-stone, agate, and other materials having veins of contrasting colors. They are excellent goods, and will no doubt meet with a large sale in the trade.

THROUGH the kindness of Mr. Beck, of Koch Son's & Co., 156 William street, N. Y., we were shown through their extensive building, which is 110 feet long by 28 wide, and comprises six stories, together with basement and sub-cellar. Commencing at the top floor, Room 10, 60 x 28 feet, is occupied for scroll, cross-cut, dovetailing, and all kinds of wood-work. Room 9, 50 x 28 feet, is used as a sizing and drying room for the manufacture of stub or gum files, all done by machinery. Room 8 is used entirely for leather-work of all kinds. Room 7 is occupied solely for the manufacture of writing-desks and fancy work. Room 6 is used for finishing and embossing their various goods. Room 5 is entirely devoted to the manufacture of music stock. Room 4 is used for hand-finishing and preparing the stock for the shelves. Room 3 is used as a ruling and forwarding room. Room 2 for stitching, folding, and sewing, with a capacity of accommodating sixty girls. Room 1 is used for keeping the materials and packing the goods in shape for the trade. The machinery used is all of the most improved pattern, and the convenience in every particular is most complete. The first floor is occupied for samples and stock, and counting-rooms, the basement and sub-cellar for storing and packing goods for shipment.

LOUIS DREKA, 1121 Chestnut street, Phila., is now making a specialty of plate-printing and engraving, including book illustrations, and will guarantee all his work perfect, and will cheerfully give estimates when required.

IVISON, BLAKEMAN, TAYLOR & Co., finding that alleged Spencerian pens were being undersold by a Rochester dealer, put the matter in the hands of detectives. The pens were found to be genuine, and a porter of the house, named J. J. Smith, when arrested, confessed to having taken 1500 gross, concealing fifty gross or so about his person as he left for the night. The firm think he must have taken fully 5000 gross.

H. G. JOHNSTON & Co., Pittsburgh, Pa., will remove to their new store on Liberty street on or about April 1st.

STEVENS & FOSTER, of Pittsburgh, are about to build a new store, and expect to complete and occupy it by next fall.

NEVINS & BIRCH, of the same place, are also to occupy new quarters. It surely cannot be

said that the stationery trade is very stationary in Pittsburgh.

THE travelling fraternity will no doubt be glad to hear that board can be obtained at the Burnett House, Cincinnati, at rates ranging from \$2.50 to \$4 per day. Other hotels have reduced their prices in the same ratio.

CINCINNATI is full of commercial travellers from the East, and they are said to be driving business.

RICHARD H. STEVENS, with Willy Wallach, has been home for a few days, and has gone out again to make his regular trip through New York State.

### BOOK NOTICES.

THE BEST READING, edited by F. B. Perkins. (Putnam.) This well-known work has just been reissued with many additions and improvements, and printed very handsomely from new plates. No special change has been made in the plan of the book; many books, however, not judged of permanent value have been dropped, while others have been added. All the supplementary lists added from time to time have been thrown into one, with the addition of new books on almost all topics published up to August, 1876. A special feature, and an entirely new one, are the lists of French, German, Spanish, and Italian books that have been introduced. It is the design of the publishers to issue hereafter a quarterly list under the title of *The Library Companion*, with brief descriptive notes by Mr. Perkins, and at the end of the year combine these lists into an annual one, thus keeping the work constantly up to date. Large 12mo, cloth, \$1.75.

BEN MILNER'S WOOING, by Holme Lee. (Roberts.) This pretty little volume ushers in a new series, entitled the "Town and Country Series," designed to embrace tales, poems, and miscellaneous works by well-known authors. The story simply tells the tale of Ben Milner's wooing, nothing more or less. How he loved a pretty country girl, Pattie Gardner; how she came to visit his old-maid sister, who had determined not to like her, but who is won over by Pattie's beauty and sweetness; how Pattie is made by her father to engage herself to a rich man she does not like; and how Ben finally wins her and they are both made happy. Some bright descriptions of people and places line the book, which is a more than ordinarily interesting little love-tale. A cardinal-colored ribbon, to mark the place, is a new feature in the binding. 16mo, cloth, \$1.

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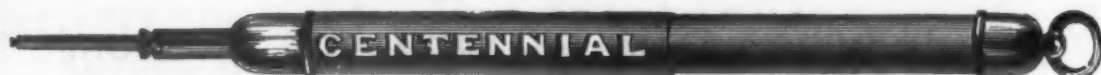
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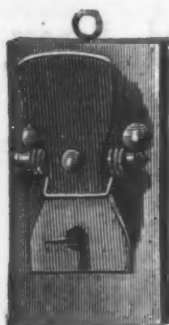
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